

*RJReynolds*  
Tobacco Company

*OK w/ Martha Preston*

February 23, 1996

T. W. Trader (Tom)  
Director - Trade Relations

Winston-Salem, NC 27102  
910-741-6956

*RSM's*  
~~Mr. J. W. Best  
Mr. P. J. Cundari  
Mr. R. M. Sanders  
Mr. D. L. Wilmesher~~

RE: CUSTOMER ENTERTAINMENT - Tracking Update

For your information, attached are updates for the Final Four, Masters, Las Vegas Sr. Classic, VIP Fishing Trip, and your Sales Area Golf Outing.

*Tom*

T. W. Trader

TWT:cg  
Attachments

cc: Ms. Susan Jackson

*Ed gave Berry - Berry No*

*want to go to  
Ed - Vantage Classic*

*ALICE - please call Martha Preston  
and see what customers  
HAVE replied to the NESR  
Golf outing - yes + no's*

*WJ*

51853 1608

Y = 8  
N = 13  
P = 0

NCAA FINAL FOUR TRACKING  
March 29-April 2, 1996

RESPONSE	INVITED	Name	Title	Company	City	State	Phone	Spouse	Region
YES	Y	Wade Abraham		S. Abraham & Sons, Inc.	Grand Rapids	MI	616-453-6358 X-205	Margaret	
	N	Lawrence L. Anderson	Corp. Exec. VP/Pres./COO-Retail Good Group	SuperValu, Inc.	Minneapolis	MN	612-828-4024		
	N	Bob Beadle	Vice President-Marketing	Diamond Shamrock	San Antonio	TX	210-641-8793		5800
	N	David Bell, Sr.	Sr. Vice President, Sales & Operations	Nash Finch Company	Minneapolis	MN	612-832-0534	Janet	
	N	Lily H. Bantas	President/COB	Cumberland Farms, Inc.	Canton	MA	617-826-4900	Tim	1100
	N	Barry Berkett	Executive Vice President	Thrifty Oil Company	Downey	CA	310-923-9876	Martha	5400
	N	William Bishop	Sr. Vice President, Sales & Logistics	Nash Finch Company	Minneapolis	MN	612-844-1002	Peggy	
	N	William J. Bolton	Chairman & CEO	Bruno's, Inc.	Birmingham	AL	205-940-8400	Linda	
N	Y	Mike Cutter	Vice President-Marketing	Southland	Dallas	TX	214-828-7160		5500
	N	Phillip A. Dabill	Exec. VP/Pres.-Retail Svcs & Corp. Strat. Group	SuperValu, Inc.	Minneapolis	MN	612-828-4000	Linda	
N	Y	Edward Dunn, Jr.	President	Harris-Teeter, Inc.	Charlotte	NC	704-845-3100	Millie	
	N	Darrel Easter	Sr. Vice President- Category Marketing	Fleming Companies, Inc.	Oklahoma City	OK	405-840-7200	Beverly	
	N	Glenn Fischer	Corp. Director-Grocery Procurement	SuperValu, Inc.	Minneapolis	MN	612-828-4000		
	N	Al Flaten	CEO/President/COO	Nash Finch Company	Minneapolis	MN	612-832-0534	Arlene	
	N	Ronald Floto	Executive Vice President	K mart Corporation	Troy	MI	810-643-5479	Nancy	6700
YES		Dennis Hatchell	President/CEO	Alex Lee Corporation	Winston-Salem	NC			2100
	N	Fred Higgins	CEO	Mint Mart Foods, Inc.	Bowling Green	KY	502-781-3378		
N	Y	Bob Hood	Vice President-Marketing	Casey's	Ankeny	IA			

6091 ES815

2/22/96

NCAA FINAL FOUR TRACKING  
March 29-April 2, 1996

RESPONSE	INVITED	Name	Title	Company	City	State	Phone	Spouse	Region
YES	Y	Eugene B. Horne, Jr.	President/CEO/COO	The Pantry, Inc.	Sanford	NC	919-774-6700	Carol	2100
N	Y	John Kopec	Vice President - Purchasing	Racetrac Petroleum, Inc.	Smyrna	GA	404-431-7600	Laurie	2200
N	Y	Max Lenker	President	Racetrac Petroleum, Inc.	Smyrna	GA	404-431-7600		
	N	Perry Leyden	Vice President-Marketing	Clark Refining & Marketing	Clayton	MO	314-854-1437		6900
	N	Ron Males	Vice President - Sales	Quik Trip Corporation	Tulsa	OK	918-836-7017	Cynthia	6600
N	Y	Clark Matthews	President/CEO	Southland Corporation	Dallas	TX			
YES	Y	Michael McKenzie	Chairman & CEO	GSC Enterprises, Inc.	Sulphur Springs	TX	903-885-7621 X-274	Barbara	
YES	Y	Gary Michael	Chairman & CEO	Albertson's, Inc.	Boise	ID			
N	Y	John Moller	Owner/CEO	USA Petroleum	Agoura Hills	CA	818-865-9200	Jeanne	6400
YES	Y	Sue Mullins	Vice President-Buying & Merchandising	Smart & Final, Inc.	Los Angeles	CA	213-689-9671	David Schroer	6400
YES	Y	A. W. O'Donnell	President, Marketing	Diamond Shamrock	San Antonio	TX	210-641-8747	MaryAnne	5800
N	Y	William Rosler	President & CEO	McLane Company, Inc.	Temple	TX	817-771-7221	Frankie	
YES	Y	Steve Rullo	Sr. Vice President-Marketing	ARCO Products Company	Los Angeles	CA	203-486-2497	Madeline	
	N	Louis Sheetz	Vice President-Marketing	Sheetz, Inc.	Altoona	PA	814-941-5240		
N	Y	Stanton Sheetz	President	Sheetz, Inc.	Altoona	PA	814-941-5240	Holly	1740
	N	Jeff Smith	CEO	Smith's	Salt Lake City	UT	801-974-1400		5600
N	Y	Bob Stein	President	Dairy Mart Convenience Stores, Inc.	Enfield	CT	860-741-4636	Elaine	1100
	N	Steve Stomel	President	Joseph H. Stomel & Sons	Berlin	NJ	609-768-9772	Andrea	1300
N	Y	Gary L. Walsh	Chairman/President/CEO	Core-Mark International	So. San Francisco	CA	415-589-9445	Wanda	

0191 25815

2/22/96

**NCAA FINAL FOUR TRACKING**  
 March 29-April 2, 1996

RESPONSE	INVITED	Name	Title	Company	City	State	Phone	Spouse	Region
N	Y	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	610-358-8223	Jean	
	N	Chuck Woodland	Mgr.-Subsidiary Oper./Pres.-APSI	Chevron, USA Inc.	San Francisco	CA	415-894-2790		5100
N	Y	Riad N. Yammine	President	Enro Marketing Company	Enon	OH	513-864-3000	Beverly	1800
		Frank Yanak	Vice President-Merchandising	SuperValu	Minneapolis	MN			

(INVITATIONS HAVE BEEN ISSUED TO CUSTOMERS PRINTED "BOLD")

1191 ES819

2/22/96

YES = 11 NO = 7 PENDING = 9

## THE MASTERS - 1st Session - April 8-11, 1996

Invited	Response	Name	Title	Company	City	State	MC	Shirt	Phone	Region
Y	N	Gary Michael	Chairman & CEO	Albertson's, Inc.	Boise	ID	--	--	208-385-6200	5600
		Rich Flask	Category Manager	ARCO	La Palma	CA			714-670-5000	5400
		Don Benson	President & CEO	Associated Grocers	Seattle	WA			206-762-2100	5600
Y	YES	Sal Pullia	Director of Merchandising/Buying	Christy's Markets, Inc.	Brockton	MA	18	XXL	508-586-0474x213	1100
Y		Bob Stein	President	Dairy Mart Convenience Stores, Inc.	Enfield	CT			860-741-4536	1100
		Chuck Wilson	President	DeLock's Liquors	Dyer	IN				6200
Y	N	Bob Beadle	Vice President-Retail Marketing	Diamond Shamrock	San Antonio	TX	--	--	210-641-8793	5800
		Mike Bossi	Dir. Merchdising/Category Manager	Dierberg's Markets	Chesterfield	MO			314-532-8759	6900
Y	YES	Tom Coleman	President	E-Z Mart Stores, Inc.	Texarkana	TX	17	L	903-832-6502	2600
Y	YES	Edward Bunce		Eby-Brown Co.	Aurora	IL	18	L	708-897-9758	
Y	YES	Jode Bunce	Vice President-Merchandising	Eby-Brown Company	Naperville	IL	15	L	708-778-2800	
Y	YES	Steve Kidd	Category Manager	Emro Marketing Company	Enon	OH			513-864-3000	1800
Y		Barry Feldman	Vice President	Harold Levinson & Associates	Hicksville	NY			516-349-1640	1200
Y	N	Edward Dunn	President	Harris Teeter			--	--		2100
Y	YES	Gene Jabaley	Director, Sales & Marketing	Head Distributing Company	Smyrna	GA	12	XL	770-792-2000	2200
Y		John Comer	Sr. VP, Adv./Procurement	Hy-Ves Markets						
Y	YES	Jerry Rose	Vice President, Sales	McLane Company, Inc.	Temple	TX			817-771-7500	
		Earl Holton	President	Meijer, Inc.	Grand Rapids	MI				5700
Y	YES	Jody Brown	President & CEO	Miller & Hartman Companies, Inc.			20	M	717-397-8261	1300
Y	YES	Rogers Bryant	President	Minit Mart Foods, Inc.	Bowling Green	KY	22	XL	502-781-3378	1800
Y		Mike Askwith	Director of Purchasing	Mobil Oil Corporation	Fairfax	VA				2900
Y	YES	Rob Kelley	Manager, Conv. Store Products	Mobil Oil Corporation	Fairfax	VA	18	XL	703-849-5879	2900
Y		Chuck Ramsbacher		Nash Finch						
Y		Douglas Binford	Vice President-Marketing	National Convenience Stores, Inc.	Houston	TX			713-863-2200	5000
		Mike Stewart	Vice President/CFO	Power Buying Dealers-Midwest	Oakbrook	IL			708-954-2170	6200
Y	N	John Eagan	Vice President-Merchandising	Price Costco	Issaquah	WA	--	--		5600
Y	YES	Marion Sullivan	Corporate Vice President-Marketing	Roundy's	Pewaukee	WI	21	L	414-524-5820	
		Sam L. Susser	President & CEO	S S P	Corpus Christi	TX			512-884-2464	5860
		Kenneth Capano	President	Shop-Rite Supermarkets	Edison	NJ			908-417-0850	1200
Y		Dennis Potts	Director-Marketing	Southland Corporation	Dallas	TX			214-828-7515	5000
Y	N	Michael Cutter	Vice President-Marketing	Southland Corporation	Dallas	TX	--	--	214-828-7160	5000
		Mr. lanetta	Division Manager	Sun Oil (A-Plus)	Pittsburgh	PA				1740
Y	N	Tom Heskamp	Vice President-Merchandising	SuperAmerica Group, Inc.	Lexington	KY	--	--		1800
Y	N	Tom Miller	Div. President - Pittsburgh	SuperValu			--	--		
Y		Ralph Cowans		Pilot Oil						2200
Y		Tom Whiting	Sr. Exec. Vice President	The Pantry, Inc.	Sanford	NC			919-774-6700	2100
		Mike Lalor	Director-Merchandising	Tom Thumb Food Stores, A Dillon	Crestview	FL			904-682-5171	2200
		John Mohler	Owner/CEO	USA Petroleum	Agoura Hills	CA			818-865-9200	5400
		Ed Cosgrove	Vice Chairman	Warren Equities	Providence	RI			401-781-9900	1100

YES = 11 NO = 7 PENDING = 9

THE MASTERS - 1st Session - April 8-11, 1996

Invited	Response	Name	Title	Company	City	State	HC	Shirt	Phone	Region
		Fran Laforge	Executive Vice President	Warren Equities	Providence	RI			401-781-9900	1100
Y		Art Drogue	Vice President - SI&L	Nabisco, Inc.	Parsippany	NJ			201-682-6077	
Y	YES	John Mitchell	President	Planters LifeSavers Co.	Winston-Salem	NC	5	L	774-5850	
Y		Don Marshall	Director-Business Development	Nabisco, Inc.	Winston-Salem	NC			910-774-5156	

51853 1613

YES = 12 NO = 15 PENDING = 4

## THE MASTERS - 2nd Session - April 11-14, 1996

Invited	Response	Name	Title	Company	City	State	HC	Shirt	Phone	Region
Y		Tom Brother	Sr. Vice President-Distribution	Albertson's	Boise	ID			208-385-6200	
Y	N	Bill Bolton	Chairman & CEO	Bruno's	Birmingham	AL	--	--	205-940-9400	2200
Y	N	Bob Hood	Vice President-Marketing	Casey's	Ankeny	IA	--	--	515-965-6100	6200
Y	N	Ron Lamb	President	Casey's Gen'l. Stores, Inc.	Ankeny	IA	--	--	515-965-6100	6200
Y	YES	Rob Sincavich	Vice President-Sales/Marketing	Charles M. Sledd	Wheeling	WV	19	M	304-243-1820	1740
Y	N	Chuck Woodland	Mgr.-Subsidiary Oper./Pres.-APSI	Chevron, USA Inc.	San Francisco	CA	--	--	415-894-2790	5100
Y	N	Greg Jones	Executive Director-Marketing	Circle K Corporation	Phoenix	AZ	--	--	602-530-5197	5400
Y	YES	Perry Leyden	Vice President-Marketing	Clark Oil	St. Louis	MO	23	M	314-854-1437	6900
Y	YES	Ray Gomez	Director of Marketing Tobacco	Core-Mark International	So. San Francisco	CA	18	L	415-589-9445	5100
Y	N	Gary Buroker	Vice President-Operations	Emro Marketing Company	Enon	OH	--	--	513-864-3000	1800
Y		Bill Carlton	Category Consultant	H. E. B. Grocery Co.	San Antonio	TX			210-492-2892	5841
Y	N	Dean Ballinger	Vice President of Operations	H. T. Hackney	Knoxville	TN	--	--		2100
Y	YES	Noble Feldman	CEO & Chairman	Harrison Company, Inc.	Bossier City	LA	7	XL	318-747-0700	2600
Y	N	William Darnell, Jr.	Vice President	High's of Baltimore	Hanover	MD	--	--	410-859-3636	2900
Y		Russell McCarty	President	JFM Inc./Jr. Food Marts	Jackson	MS			601-944-0873	2600
Y	YES	William Parker	Vice President	Kroger Columbus KMA	Westerville	OH	22	XL/XXL	614-898-3201	1800
Y		Roy Flood	President	P & C Food Markets	Syracuse	NY			315-453-2434	1600
Y	YES	John Jaeb	President	Pick Kwik Food Stores, Inc.	Tampa	FL	13	XL	813-875-	2300
Y	YES	Robert N. Page	President	Quick Chek Food Stores, Inc.	Whitehouse Station	NJ	16	L	908-534-2200	1200
Y	YES	Johnny L. Wood	General Manager	Quick Stop Food Mart, Inc.	Fayetteville	NC	Max	L	910-483-9021	2100
Y	N	Ron Males	Vice President - Sales	Quick Trip	Tulsa	OK	--	--	918-836-8551	6600
Y	N	Alan Abraham	President	S. Abraham & Sons, Inc.	Grand Rapids	MI			616-453-6358	6700
Y	YES	Charlie Sheetz	Vice President-Human Resources	Sheetz, Inc.	Altoona	PA	13	M	814-941-5212	1740
Y	N	Kevin Doody	General Manager	Grocers Supply	Houston	TX			713-865-5260	5840
Y	N	Michael Jackson	President	SuperValu	Tacoma	WA	--	--		
Y	N	Mike Paul	Vice President, Sales & Marketing	The Eli Witt Company	Tampa	FL	--	--		
Y	YES	Jerry Haight	Vice President-Marketing	Thrifty Oil Company	Downey	CA	13	XL	310-923-9876	5400
Y	YES	David R. Cook	President	Turkey Hill Mini Markets, A Dillon	Lancaster	PA	26	L	717-299-8909	1300
Y	YES	Grady Smith	President	TVC Wholesale, Inc.	Florence	AL	20	XL	205-766-3744	2200
Y	N	Bob Schwab	Division Merchandising Manager	Walgreens	Deerfield	IL			708-940-2500	6200
Y	N	Richard D. Wood, Jr.	President & CEO	Wawa, Inc.	Wawa	PA	--	--	610-358-8223	1300
Y		Denny Belcastro	Vice President-Sales, DMC	Nabisco, Inc.	Des Plaines	IL			708-390-4085	
Y		Steve Olinger	Area Vice President	Nabisco, Inc.	Atlanta	GA			770-850-5100	
Y		Don Marshall	Director-Business Development	Nabisco, Inc.	Winston-Salem	NC			910-774-5156	

1583 1619

data/jones961025

04-88-1615-9143-822 - T. W. Trader

Revised 2/23/96

2/23/96-copied AVPs/Susan Jackson

YES = 10 NO = 19 PENDING = 21

**LAS VEGAS SR. CLASSIC INVITATION TRACKING**

April 23-28, 1996

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
Y	YES	Larry Bryant	President	Acme Retail, Inc., dba	Gastonia	NC	704-867-2336	2100
N		Williams Emmons	Vice President North Te	Albertson's	Ft. Worth	TX	817-568-3900	5600
Y	N	Dennis Hatchell	President & COO	Alex Lee Corporation	Winston-Salem	NC	910-659-0180	
N		Len Swat	Executive Vice President	American Seaway	Bedford	OH	216-591-2698	1700
Y		Cary Crook	Category Manager	ARCO	La Palma	CA		
N		Gobel Copley	President	Ashland Specialty	Ashland	KY	800-332-9334	2900
N		Don Benson	President & CEO	Associated Grocers	Seattle	WA	206-762-2100	5600
N		Mike DeFabis	President 7 CEO	Associated Wholesale	Kansas City	KS		
Y	N	Fred Ball	President	Ball's Food Stores	Kansas City	KS		
Y		Bob Owens	Vice President-Marketin	Beacon Ultramar	Hanford	CA	209-582-0241	5100
N		Mike Moran	President	Bi-Mor Stations, Inc.	Medford	OR	503-772-2053	5600
Y	N	Jack Burdette		BP Oil	Cleveland	OH		
N		James Hardin	President	Brookshire Grocery Company	Tyler	TX	903-534-3005	2600
Y		Jim A'Hearn	President/Owner	Buddy's Mini Marts	Jackson	MI	517-782-0467	6700
N		Bob Hood	Vice President-Marketin	Casey's	Ankeny	IA	515-965-6100	6200
Y		Ron Lamb	President	Casey's General Stores	Ankeny	IA		
N		Chuck Woodland	Mgr.-Subsidiary Oper./P	Chevron, USA Inc.	San Francisco	CA	415-894-2790	5100
Y	N	James Mihos	COO	Christy's Markets, Inc.	Brockton	MA		
N		John Zekias	Director Marketing Deve	Circle K	Phoenix	AZ	602-530-5158	5400
N		Jim Cox	Division President Okl	Circle K Corporation	Tulsa	OK	918-665-1900	
N		Miguel Foegal	Division President-California	Circle K Corporation	Phoenix	AZ		5400
Y	N	Doug Hecker	Director-Market Development	Circle K Corporation	Phoenix	AZ	602-530-5229	
Y		Jim McKenna	Division President - Florida	Circle K Corporation	Tampa	FL	813-621-5528	2300
Y		Dave Moore	Division President-Phoenix	Circle K Corporation	Phoenix	AZ	602-331-7070	
N		John Patton	Director-Market Develop	Circle K Corporation	Phoenix	AZ	602-530-5150	
Y		Peter DiChiara, Jr.	CEO	City Wholesale Grocery Co.	Birmingham	AL	205-945-7120	2200
N		David Tritsch	Owner/President	Columbus Candy	Columbus	OH	614-444-1164	1800
N		Leo Kaliszewski	Vice President	Con-Sun Food Ind. Inc.				
N		Dean Parker	President - Corona Divi	Core-Mark International	Corona	CA	909-736-1591	5400
Y	N	Gary L. Walsh	Chairman/CEO	Core-Mark International	S. San Francisco	CA	415-589-9445	
Y	YES	Mike Walsh	Sr. Vice President of U.S.	Core-Mark International	S. San Francisco	CA	415-589-9445	
N		Dante Cosentino	President	Cosentino's	Kansas City	MO	816-358-6511	6600
N		Jerry Cosentino	President	Cosentino's	Kansas City	MO	816-358-6511	6600

5191 85815

spach96/029  
2/23/96-copied AVPs/Susan Jackson

Revised 2/23/96



YES = 10 NO = 19 PENDING = 21

LAS VEGAS SR. CLASSIC INVITATION TRACKING

April 23-28, 1996

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
N		Don Landers	Co-Owner	Cracker Barrel Stores, Inc.	Baton Rouge	LA	504-753-3200	2600
N		John Hooley	President & COO	Cub Foods/Super Valu	Stillwater	MN		
Y		Ken Stroud	President	Dahl's Foods	Des Moines	IA	515-432-2623	6200
Y		Bob Beadle	Vice President-Retail	Diamond Shamrock	San Antonio	TX	210-641-8793	5800
N		A. W. O'Donnell	President, Mrketing	Diamond Shamrock	San Antonio	TX	210-641-8747	5800
N		V. H. Van Horn	Consultant	Diamond Shamrock	Houston	TX	713-863-2200	
Y	YES	Jon Flora	Vice President	Dillon's Stores	Hutchinson	KS	316-665-5511	6600
Y	YES	Jim E. Yates	Chairman of the Board	E-Z Mart Stores, Inc.	Texarkana	TX	903-832-6502	2600
Y		Jim Macari	Category Manager	E-Z Serv	Houston	TX		
Y	N	Neil McLaurin	Chairman/President/CEO	E-Z Serve Corporation	Houston	TX		
Y	N	Richard W. Wake	President	Eby-Brown Company	Aurora	IL		
Y	N	Jeffrey A. Davidson	Vice President-Eastern	Emro Marketing Company	Springfield	OH		
Y	N	Michael E. Mittleman	Vice President - Western	Emro Marketing Company	Enon	OH	513-864-3000	
N		Mark S. Bruse	Coordinator for Retail S	Exxon Company U.S.A.	Houston	TX	713-656-5716	5800
Y	YES	Lou Manzo	Owner/Chairman/CEO	F. A. Davis & Sons	Baltimore	MD	410-685-3900	
N		Robert Cramer	President	Fareway Stores	Des Moines	IA		
N		John La Frankie	Vice President, Retail G	Farm Stores, Inc.	Miami	FL	305592-3100	2300
N		Jim Harris	President	Fast Lane Tobacco	Pikesville	KY	606-432-0808	2900
Y	YES	James Walker, Jr.	President	Flash Foods	Waycross	GA	912-283-1661	2300
Y		James Latterner	President	Fleming Foods-Altoona Division	Altoon	PA	814-944-9374	
N		Larry Coffey	President	Gas N' Shop	Lincoln	NE	402-475-1101	
Y	N	Raymond Burgo	President	Giant Eagle Markets	Pittsburgh	PA	412-963-6200	
Y	YES	Michael Griffith	President	Golden Pantry Food	Athens	GA	706-549-4945	2200
Y	N	Ronald Folwell	Vice President, Finance/CFO	GSC Enterprises, Inc.	Sulphur Springs	TX	903-885-7621	
Y		Steve Shing	Vice President - Purchasing	GSC Enterprises, Inc.	Sulphur Springs	TX		
	YES	Bill Wyatt	Vice President-Corp. Relations	GSC Enterprises, Inc.	Sulphur Springs	TX	903-885-7621	
Y	N	William B. Sansom	Chairman & CEO	H. T. Hackney Company	Knoxville	TN	615-546-1291	
Y		Jack Barger	Vice President-Operations	Hop-In Michigan, Inc.	Worcester	MA		
N		Mike Tetmeir	Vice President	HyVee	Chariton	IA	515-774-7257	6200
Y	N	Robert Pierpoint	President/COO	Imperial Trading	Harahan	LA	504-733-1400	2600
Y	N	Anthony Federico	Vice President	Ingles Markets, Inc.	Asheville	NC	404-908-2226	
Y		Jerry McCleer	Executive Senior Vice P	J. F. Walker	Blacklick	OH	410-685-3900	
N		Gregg T. Wellinghoff	Owner/CEO	Keelson-Dayton Company	Dayton	OH	513-236-1070	1800

9191 85815

spach961029

2/23/96-copied AVPs/Susan Jackson

Revised 2/23/96

YES - 10 NO - 19 PENDING - 21

**LAS VEGAS SR. CLASSIC INVITATION TRACKING**  
**April 23-28, 1996**

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
Y	YES	Gary F. Myers	President	Kocolene Oil Corporation	Seymour	IN	812-522-2224	
Y	N	Victor Jackson	Executive Vice President	Lil' Champ Food Stores,	Jacksonville	FL	904-464-7205	2300
Y	N	James Alligood	Vice President - Retail	MAPCO Petroleum, Inc.	Nashville	TN	615-367-3111	
Y		Max Rutman	President	Minter-Weisman Company	Phymouth	MN		
Y		Marshall Siegel	Exec. Vice	Minter-Weisman Company	Plymouth	MN		
N		Ted Rullo	District Manager, Florid	Mobil Oil Corporation	Boca Raton	FL	407-997-1310	2300
Y		Roy Flood	President	P & C Food Markets	Syracuse	NY	315-457-9460	1600
N		Jim Reed	President	Patton Vending/Cigarette	Modesto	CA	209-529-6500	5100
N		John Jaeb	President	Pick Kwik Food Stores, Inc.	Tampa	FL	813-875-9928	2300
N		Johnny L. Wood	General Manager	Quick Stop Food Mart, Inc.	Fayetteville	NC	910-483-9021	2100
N		Bill Haroldson	Vice President/COO	Rosauers	Spokane	WA	509-328-8900	5600
N		Paul Schmuckal		Schmuckal Oil Company				
Y	YES	Stephen G. Sheetz	Chairman/CEO	Sheetz, Inc.	Altoona	PA	814-941-5150	
N		Duncan McDuff	President	Shore Stop	Belle Haven	VA	804-442-0200	
N		John Hanson	President	Sixth Street Markets	North Platte	NE		
N		Craig Gilbert	Reg. Vice President	Smith's	Layton	UT	503-552-3606	5600
N		Eugene Sosnick	Chief Executive Officer	Sosnick Companies, Inc.	Pleasanton	CA	916-372-6840	5100
Y		Kenneth Fries	Cigt. Category Manager	Southland Corporation	Dallas	TX	214-828-7160	
N		Tom Heskamp	Vice President-Merchan	SupeAmerica Group, Inc.	Lexington	KY		
N		Bob Tedeschi	Vice President	Tedeschi Food Shops, Inc.	Rockland	MA	617-878-8210	1100
Y		Tom Maloney	Staff Coordinator	Texaco	Universal City	CA	818-505-2000	5400
N		Craig Van Dusseldorp	Senior Co-Ordinator	Texaco Star	Atlanta	GA	404-453-5505	2200
N		Tom Gleitsman	President	Texor Petroleum	Riverside	IL	708-477-1999	6200
N		Tony Speisor	President	Texor Petroleum	Riverside	IL	708-447-1999	6200
N		J. Howard Laughter	Vice President/General	Thomas & Howard of Hickory, Inc.	Newton	NC		
Y	N	Van Tarver	Sr. Vice President-Retail	Thrifty Oil Company	Downey	CA	310-923-9876	
Y		Tommy Berry	Vice President,	Total Petroleum	Denver	CO	303-291-2000	6600
Y		Howard Romines	Exec. Vice President	Uni-Marts, Inc.	State College	PA		
N		Ashton Ditka	Sr. Vice President-Mark	United Refining Co. of PA	Warren	PA		
N		Bill Blakely	Business Unit Group M	Wegmans	Rochester	NY	716-464-4769	1600
Y	N	Doug Galli	Director of Merchandising	Wilson Farms	Williamsville	NY	716-635-5366	1600
N		Thomas E. McDonald	Senior Vice President	Winn Dixie-Charlotte	Charlotte	NC	704-587-4000	2100

LT191 89815

YES = 8 NO = 9 PEND = 19

## VIP FISHING TRIP - August 15, 1996 - TRACKING

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
N		Alan Clark	President	A. E. Wease	DeSoto	MO	314-586-3955	6900
Y	YES	John B. Carley	President, CEO	Albertson's	Boise	ID	208-385-6200	5600
N		Gary G. Michael	Chairman & CEO	Albertson's, Inc.	Boise	ID	208-385-6200	5600
Y		David Strachan	President	American Wholesale	Washington	DC	202-463-2124	
Y		William C. Robertson	Vice President - Brand Marketing	Amoco	Chicago	IL		6200
N		Jimmy Davis	Vice President	Atlantic Dominion	Virginia Beach	VA	804-497-1001	2900
N		Larry Bardash	Executive Vice President	Big Bear	Columbus	OH	614-464-6543	1800
N		Bob Hood	Vice President-Marketing	Casey's	Ankeny	IA	515-965-6100	6200
N		Bob Meyers	Vice President - Warehousing	Casey's	Ankeny	IA	515-965-6100	6200
Y	NO	Ron Lamb	President	Casey's Gen'l. Stores, Inc.	Ankeny	IA	515-965-6100	6200
Y	NO	Donald F. Lamberti	CEO/Chairman	Casey's Gen'l. Stores, Inc.	Ankeny	IA	515-965-6100	
N		Keith Sawyer	Coordinator of C-Stores	Chevron, USA Inc.	San Francisco	CA	415-894-2790	5100
N		Chuck Woodland	Mgr.-Subsidiary Oper./Pres.-APSI	Chevron, USA Inc.	San Francisco	CA	415-894-2790	5100
N		Duane Baukus	Business Development Manager	Circle K	Phoenix	AZ	602-530-5241	5400
N		Jim McKenna	Division President	Circle K Corporation	Tampa	FL	813-621-5528	2300
N		John Hanner	Vice President-Retail Business	Clark Oil	St. Louis	MO		6900
Y		Brandon Barnhoit	Executive Vice President & COO	Clark Oil & Refining Corp.	St. Louis	MO	314-854-1511	6900
N		Brad Barnett	Reg. Vice President - Marketing	Clark Refining & Marketing	St. Louis	MO	314-854-9696	
N		Jack Clemens	President/CEO	Clemens Markets	Kuipsville	PA	215-361-9000	1300
N		Merle Edwards	President	Coastal	Kinston	NC	919-523-0101	2900
N		Mark Jaggard	Region Vice President	Coastal	Corpus Christi	TX		5800
N		Wayne Hummel	Vice President - Operations	Coastal Mart	Westerville	NJ	609-853-3183	5800
N		Mark Miller	Region Vice President	Coastal Mart	Westerville	NJ	609-853-3100	1300
Y	NO	Jack C. Pester	Chairman	Coastal Mart, Inc.	Houston	TX	713-877-7034	5800
N		Jim Thomas	Vice President-Sales NC Region	Coastal Mart, Inc.	Des Moines	IA	515-282-5000	6200
N		Clyde Varney	Executive Vice President/COO	Coastal Mart, Inc.	Houston	TX	713-360-4838	
N		David Dresser	VP, Purchasing & Merchandising	Core-Mark International	So. San Francisco	CA	415-589-9445	
Y		Leo Granucci	Sr. Vice President, Sales & Marketing	Core-Mark International	So. San Francisco	CA	415-589-9445	5100
N		Dean Parker	President - Corona Division	Core-Mark International	Corona	CA	909-736-1591	5400
N		Gary L. Walsh	Chairman/CEO	Core-Mark International	So. San Francisco	CA	415-589-9445	
N		David Wallace	CEO	Country Cupboard Food	Dawsonville	GA	706-216-3261	2200
N		Don Landers	Co-Owner	Cracker Barrel Stores, Inc.	Baton Rouge	LA	504-753-3200	2600
Y		Gregg Edwards	Merchandising/Category	Crown Petroleum	Richmond	VA	804-236-2626	2900
N		Jeff Leedy	Director of Marketing	Dairy Mart	Enfield	CT	860-741-4444	1100
Y		Bob Beadle	Vice President-Marketing	Diamond Shamrock	San Antonio	TX	210-641-8793	5800
N		Jim Manning	General Manager-Merchandising	Diamond Shamrock	San Antonio	TX	210-641-8876	5800
N		A. W. O'Donnell	President, Marketing	Diamond Shamrock	San Antonio	TX	210-641-8747	5800
N		Charles Graas	President	Dillon's	Springfield	MO	417-895-3000	6600
N		Tom Coleman	President	E-Z Mart Stores, Inc.	Texarkana	TX	903-832-6502	2600

data/jones96/037

2/23/96-copied AVPs/Susan Jackson

8191 85815

Revised 2/23/96

YES = 8 NO = 9 PEND = 19

## VIP FISHING TRIP - August 15, 1996 - TRACKING

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
N		Steven Browand	President & CEO	Eastern Lobby Shop	New York	NY	212-545-9100	1200
Y		Richard W. Wake	President	Eby-Brown Company	Aurora	IL		
	YES	Ron Coppel	Vice President, Business Dev.	Eby-Brown Company	Aurora	IL		
Y		Bill Englefield	President/CEO	Englefield Oil Company	Newark	NJ	614-928-0415	1800
Y		William Kaiser	President/COO	F.A. Davis & Sons, Inc.	Baltimore	MD	410-685-3900	2900
N		Dick Fanning	President	Fanning Oil Company	Jacksonville	IL	217-245-1441	6900
Y	YES	Sam Turner	President	Favorite Markets/Calfee Co.	Dalton	GA	706-226-4834	2100
Y	NO	Jimmy Jones, III	CEO	Flash Foods	Waycross	GA	912-285-4011	2300
N		Bill Filler	Sales Manager	Fleming of Altoona	Altoona	PA	814-944-9374	1740
Y		H. Kay Laessig	Vice President-Operations	Gas N' Shop	Lincoln	NE	402-475-1101	6600
N		Tim Edmonds	Vice President - Merchandising	Giant Foods	Carlisle	PA	717-245-7474	1742
N		Russell Estes	Buyer	Git 'n Go	Tulsa	OK	918-250-0200	6600
Y	YES	Duff Thompson	Executive Vice President-Operations	Git-n-Go, Inc.	Tulsa	OK	918-250-0200	6600
N		Glenn Keller	President/CEO	Good Times Stores	El Paso	TX	915-779-6105	5844
Y	YES	Leonard Robinette	Vice President - Wholesale	H. T. Hackney Company	Knoxville	TN	615-546-1291	
Y		Dave Yamaguchi	Vice President-Marketing	Holiday Stationstores	Minneapolis	MN	612-830-8700	6300
N		Budd Gussell	President	Holiday Wholesale	Wisconsin Dells	WI	608-254-8321	
N		Tom Keller	Grocery Merchandising Director	Homeland	Oklahoma City	OK	405-879-6600	6600
N		Casey Mooney	Direct Delivery Merchandiser	Homeland	Oklahoma City	OK	405-879-6600	6600
N		Fred McLaren	President	Hughes Markets, Inc.	Irwindale	CA		
N		Gerald Pellas	Owner	Imperial Trading	Harahan	LA	504-733-1400	2800
Y	YES	Jeff Grindstaff	Director of Warehouse	Ingles Markets, Inc.	Asheville	NC	704-669-2941	2100
N		Bob Ward	General Manager, Retail	J. D. Streett	Maryland Heights	MO	314-432-6600	6900
N		Tom Devine	Vice President	J. F. Walker	Jackson	MI	517-787-9880	6700
Y	YES	Mark Davenport	Executive Vice President	J. T. Davenport & Sons, Inc.	Sanford	NC	919-774-9444	2100
N		Jerry Paulson	President/Owner	Jerry's Markets	Minneapolis	MN	612-922-4858	6300
N		George St. Germain	Vice President	Jerry's Markets	Minneapolis	MN	612-922-4858	6300
Y	NO	Richard L. Johnson	President	Johnson Oil Company, Inc.	Columbus	IN		
N		Don Bales	Owner	Klepper Oil	Wichita	KS	316-838-9341	6600
Y	NO	Terry Cox	Vice President - Merchandising	Kroger Co. (Corporate)	Cincinnati	OH	513-762-1547	1800
Y		Gary Pfannenstiel	Vice President - Marketing	Kwik Shop	Hutchinson	KS		6600
Y		Bob Thorud	Director of Wholesale	Kwik Trip, Inc.	La Cross	WI	608-781-8988	6300
N		Robert Hale	President/COO	Lee-Dee Distributing, Inc.	Lake Charles	LA	318-433-0624	5800
N		Victor Jackson	Executive Vice President	Lil' Champ Food Stores, Inc.	Jacksonville	FL	904-464-7205	2300
N		Pat Gallagher	Buyer	Market Basket	Nederland	TX	409-727-3104	5800
Y		Jerry Rose	Vice President, Sales	McLane Company, Inc.	Temple	TX	817-771-7500	
N		George Steinenger	Vice President	Merit Oil Company	Bethpage	NY	516-731-4100	1200
Y	YES	Richard Daviduke	Sr. Vice President	Miller Enterprises, Inc. dba	Crescent City	FL	904-698-1280	2300
N		Jim Miner, Jr.	President	Miner's Markets	Duluth	MN	218-729-5882	6300

datajones96037

2/23/96-copied AVPs/Susan Jackson

6191 ES815

Revised 2/23/96

YES = 8 NO = 9 PEND = 19

## VIP FISHING TRIP - August 15, 1996 - TRACKING

INVITED	RESPONSE	Name	Title	Company	City	State	Phone	Region
Y		Al Flaten	CEO/President/COO	Nash Finch Company	Minneapolis	MN	612-832-0534	
N		John MacDougall	President/CEO	Nice-N-Easy Grocery	Canastota	NY	315-697-2287	
N		Frank Borer	President	Petr-All Petroleum Corpdba	DeWitt	NY	315-446-0125	
N		Warren Jackson	President	Petry Wholesale	Montgomery	AL	334-265-0964	2200
N		Butch Arsament	Owner	Price and Company	Beaumont	TX	409-842-0677	5800
N		Dan Kourkeumelis	President/CEO	QFC	Bellevue	WA	206-462-2144	5600
N		Jeff Wood	Director Grocery Merchandising	QFC	Bellevue	WA	206-462-2144	5600
N		Norwood Poole	Vice President of Operations	Quick Stop Food Mart, Inc.	Fayetteville	NC	910-483-9021	2100
N		Ray Nidiffer	Owner	Ray's Food Place	Brookings	OR	503-469-3113	5600
N		Armando J. Guerra	President	Sedano's Pharmacy &	Miamia	FL	305-226-2507	2300
N		Bob Story	Vice President	Sentry Foods	Suffolk	VA	804-539-2358	2900
N		John Hanson	President	Sixth Street Markets	North Platte	NE		
N		Rick Dunn	Vice President-Plant Operations	Stewart's Market	Saratoga Springs	NY	518-581-1300	1600
Y	NO	Paul Wells	Sales Manager	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691	1600
Y		Jerry Maxwell	Sr. Vice President-Store	SuperAmerica Group, Inc.	Lexington	KY		
Y	NO	John F. Pettus	President	SuperAmerica Group, Inc.	Lexington	KY	606-264-2076	1800
Y		Fred Hoyland	CEO	The Eli Witt Company	Tampa	FL	813-623-6502	2300
N		Van Tarver	Sr. Vice President-Retail	Thrifty Oil Company	Downey	CA	310-923-9876	
Y		Greg Mitchell	President & CEO	Toot 'N Totum	Amarillo	TX	806-373-4351	5844
Y		Bill Llewellyn	Director-Marketing	Uni-Marts, Inc.	State College	PA	814-234-6000	1740
N		Joe Futey	President	Village Farm	Sylvania	OH	419-882-1871	6700
Y	NO	Mason Romaine	Corporate Buyer	Winn-Dixie Corporate	Jacksonville	FL	904-783-5000	2300

0291 85815

Y = 33  
N = 16  
P = 24

**NESA GOLF TRACKING**  
**June 9-11, 1996**

YES/NO	Name	Title	Company	City	State	Phone	Field
NO	Warren Alberts	President	George Melhado & Company	Sharon	MA	617-784-5550	1100
YES	Paul Auger	Vice President - Operations	Pine State Tobacco & Candy	Augusta	ME	207-622-3741	1100
YES	Michael Auld	Vice President	Certified Oil Company	Columbus	OH	614-421-7500	1800
YES	Frank Bellavia	Vice President-Operations	Sugar Creek Stores, Inc.	Rochester	NY	716-436-2691	1600
NO	Ed Berro	President	Harold Levinson Assoc.	Hicksville	NY	516-349-1640	1200
NO	Ron Bowers	President	The Pantry Stores Inc.	Clarksburg	WV	302-624-4000	1740
	Chuck Clayton	Director	Merit Oil	Haverford	PA	610-527-7900	1300
YES	Mike D'Ortenzio	Director of Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800	1100
NO	John Deodati	President/Owner	United Wholesale	Philadelphia	PA	215-335-1020	1300
YES	John Derigo	President/CEO	Derigo Sales, Inc.	Buffalo	NY	716-634-7578	1600
NO	Don Despot	President	McLane - Cumberland	Nicholasville	KY	800-457-2561	1800
Deceased	Ed Dougherty	Vice President - Marketing	Super Rite				1742
NO	Edward Doyle	VP-Corporate Marketing	Dairy Mart Convenience	Enfield	CT	860-741-4536	
NO	Ted Engel	President	Kroger Central KMA	Indianapolis	IN	317-579-8333	1800
YES	Alex Fiato		CPS, Inc.	Troy	MI	810-680-1940	1800
YES	Charlie Fitzgibbons	Vice President	Tedeschi Food Shops, Inc.	Rockland	MA	617-878-8210	1100
	Dick Flanagan	CFO	Albert H. Notini & Sons, Inc.	Lowell	MA	408-459-7151	1100
YES	Gus Filchia	Owner/CEO	Filchia Wholesale	Columbus	OH	614-471-9900	1800
	Roy Flood	President	P & C Food Markets	Syracuse	NY	315-457-9460	1600
NO	J. Louis Frank	Executive Vice President-	Emro	Enon	OH	513-864-3000	1800
YES	Joe Gatta	President/Owner	J. Gatta & Sons	Philadelphia	PA	215-462-6323	1300
	Bill Gilmer	Gilmer	Dairy Barn	East Northport	NY	516-368-8050	1200
	John Hackett	President, Louisville Marketing Area	Kroger Company	Louisville	KY		
YES	William Harrison	CEO	Taylor Drug	Louisville	KY	502-454-5642	1800
NO	Stewart E. Hartman, Jr.	President	Rutter's Farm Stores (CHR	York	PA		1742
YES	Drew Hatteburg	President (Branch)	Stomel	Mansfield	MA	508-261-9200	1100
YES	Ray Heath	President	Riverside Bi-Lo Foods	Dubois	PA	814-375-2806	
YES	Bernie Holmes	General Merchandise	Stop & Shop Supermarkets	Quincy	MA	617-380-8000	1100
	William Holsworth	President/CEO	Finast Supermarkets	Aurora	OH		
YES	Larry Honeycutt	Vice President-Operations	Jr. Foods	Bowling Green	KY	502-781-3378	1800
	Greg Jettters	Coordinator of Merch.	Texaco Star	Moorestown	NJ		1300
YES	James Lattermer	President	Fleming Foods-Altoona Div.	Altoona	PA		1700
YES	Herb Lefkowitz	Chairman	Consolidated Simon	Union	NJ	908-687-5800	1200
	Paul Levis	Vice President	Country Fair	Erle	PA		1700
	John MacDonald	Senior Vice President	Christy's Markets, Inc.	Brockton	MA		

2/22/96

1291 ES815

# **NESA GOLF TRACKING**

**June 9-11, 1996**

YES/NO	Name	Title	Company	City	State	Phone	Field
YES	Patrick McKeown	Sales Manager	Christy's Markets, Inc.	Brockton	MA		
	Christy Mihos	President & CEO	Christy's Markets, Inc.	Brockton	MA		
NO	Mark Miller	Region Vice President	Coastal Mart	Westville	NJ	609-853-3100	1300
NO	Bob Moore	Vice President	McLane Northeast	Baldwinsville	NY	315-638-7500	1600
YES	Ned Moore	President/Owner	D. Deodati Wholesale	Philadelphia	PA	215-483-6342	1300
	Luis Morales	Director-Retail Operations	Mutual Oil	Brockton	MA		
NO	Robert Myers	Chairman & CEO	Kocolene Oil Corporation	Seymour	IN	812-522-2224	1800
YES	Larry Paoletta	Sales Manager	United Wholesale	Philadelphia	PA		1300
NO	William Parker	Vice President	Kroger Columbus KMA	Westerville	OH	614-898-3200	1800
	Neil Petel	President	Brownie Foods	Newton	NJ	201-383-3870	1300
	Robert Pietrick	Merchandising Mgr./Bus.	BP Oil	Cleveland	OH	216-586-8794	
YES	William Potvin	President	Auburn Merchandise	Whitinsville	MA	508-234-9000	1100
YES	John Poulakis	Vice President-Sales	Garber Brothers, Inc.	Stoughton	MA	617-341-0800	1100
YES	Dave Preble	President	Xtra Mart Convenience	N. Grosvenordale	CT	860-974-1400	1100
YES	Howard Quoss	President	McLane Northeast	Baldwinsville	NY	315-638-7500	1600
YES	Paul Rankin	Assistant Vice President-	United Refining Co. of Pa	Warren	PA	814-726-4828	1600
YES	Bill Ray	President	Modern Distributing	Somerset	KY	606-679-1178	1800
	Dick Redner	President	Redner's Markets Inc.	Reading	PA	610-926-3700	1742
YES	Steve Rosenthal	President	Bonanza Trading Associates	Bronx	NY	718-402-2444	1200
	Dennis Ryley	President	Mid-Valley Oil Company, Inc.	Newburgh	NY	914-561-4019	1100
	Greg Schrand	President	Waco Oil	Covington	KY	606-581-9226	1800
YES	Brent Shay	Vice President	Eby-Brown	Indianapolis	IN	317-248-6930	1800
NO	Louie Sheetz	Vice President, Marketing	Sheetz, Inc.	Altoona	PA	814-941-5240	1740
	Tony Siciliano	President	Empire Candy & Tobacco	Pearl River	NY	914-735-2282	1200
	Rob Sincavich	Vice President-Sales/Marketing	Charles M. Sledd	Wheeling	WV		
YES	Rick Sloan	Director of Marketing	Sun Company, Inc.	Philadelphia	PA	215-246-8185	1300
YES	Tom Soltys	Vice President - Retail	CPS, Inc.	Troy	MI	810-680-1940	
YES	Ed Stephens	Vice President - Operations	Englefield Oil Company	Newark	OH	614-928-0415	1800
	Howard Stoeckel	Sr. Vice President-Marketing	Wawa, Inc.	Wawa	PA	610-358-8034	1300
	Paul Stuart	Category Manager	Wegmans	Rochester	NY	716-464-4769	1600
	Joe Telescan	Sales Promotion Manager	Sun Company, Inc.	Philadelphia	PA	215-246-8830	
NO	Ted Varner	President	Marsh Village Pantry	Richmond	IN	317-962-8521	1800
YES	Jim Vaughn	Vice President	Walker Oil	Nottingham	PA	610-932-8524	1300
NO	Bill Walker	Vice President-	McLane	Nicholasville	KY	800-457-2561	1800
	Chris Walsh	Director of Merchandising	7-Eleven (Southland)	Willow Grove	PA	610-672-5711	1300

2291 85815

2/22/96

# NESA GOLF TRACKING

June 9-11, 1996

YES/NO	Name	Title	Company	City	State	Phone	Field#
YES	Gregg Wellinghoff	Owner/CEO	Keilson-Dayton Company	Dayton	OH		1800
	Rich White	President	GasAmerica	Shirley	IN	317-737-6101	1800
YES	Riad N. Yammine	President	Emro Marketing Company	Enon	OH	513-864-3000	1800

51853 1623

2/22/96